

B-20-
Additional
back-up 3

Business History Form

The contract shall be awarded to the responsible proposer who, at the discretion of the County, taking into consideration the reliability of the proposer and the capacity of the proposer to perform the services required by the County, offers the best value to the County and who will best promote the public interest.

In addition to the submission of proposals, each proposer shall complete and submit this questionnaire. The questionnaire shall be filled out by the owner of a sole proprietorship or by an authorized representative of the firm, corporation or partnership submitting the Proposal.

NOTE: All questions require a response, even if response is "none" or "not-applicable." No blanks.

(USE ADDITIONAL SHEETS IF NECESSARY TO FULLY ANSWER THE FOLLOWING QUESTIONS).

Date: 3/28/16

- 1) Proposer's Legal Name: Hi Tech Air Conditioning
2) Address of Place of Business: 60 Otis Street, W. Babylon NY 11704

List all other business addresses used within last five years:

N/A
3) Mailing Address (if different): Same

Phone: 631-491-5210

Does the business own or rent its facilities? Rent

4) Dun and Bradstreet number: 147899967

5) Federal I.D. Number: 11-2722111

6) The proposer is a (check one): ☐ Sole Proprietorship ☐ Partnership ☒ Corporation ☐ Other (Describe) _____

7) Does this business share office space, staff, or equipment expenses with any other business?

Yes ☒ No ☐ If Yes, please provide details: Shares w/related company - Tech Mechanical Inc

8) Does this business control one or more other businesses? Yes ☐ No ☒ If Yes, please provide details: _____

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9) Does this business have one or more affiliates, and/or is it a subsidiary of, or controlled by, any other business? Yes ☒ No ☐ If Yes, provide details. Tech Mechanical Inc
RJ Tech Realty Ltd - Same Owners

10) Has the proposer ever had a bond or surety cancelled or forfeited, or a contract with Nassau County or any other government entity terminated? Yes ☐ No ☒ If Yes, state the name of bonding agency, (if a bond), date, amount of bond and reason for such cancellation or forfeiture: or details regarding the termination (if a contract). _____

11) Has the proposer, during the past seven years, been declared bankrupt? Yes ☐ No ☒ If Yes, state date, court jurisdiction, amount of liabilities and amount of assets _____

12) In the past five years, has this business and/or any of its owners and/or officers and/or any affiliated business, been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency? And/or, in the past 5 years, have any owner and/or officer of any affiliated business been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency, where such investigation was related to activities performed at, for, or on behalf of an affiliated business. Yes ☐ No ☒ If Yes, provide details for each such investigation. _____

13) In the past 5 years, has this business and/or any of its owners and/or officers and/or any affiliated business been the subject of an investigation by any government agency, including but not limited to federal, state and local regulatory agencies? And/or, in the past 5 years, has any owner and/or officer of an affiliated business been the subject of an investigation by any government agency, including but not limited to federal, state and local regulatory agencies, for matters pertaining to that individual's position at or relationship to an affiliated business. Yes ☐ No ☒ If Yes, provide details for each such investigation. _____

14) Has any current or former director, owner or officer or managerial employee of this business had, either before or during such person's employment, or since such employment if the charges pertained to events that allegedly occurred during the time of employment by the submitting business, and allegedly related to the conduct of that business:

a) Any felony charge pending? Yes ☐ No ☒ If Yes, provide details for each such charge. _____

b) Any misdemeanor charge pending? Yes ☐ No ☒ If Yes, provide details for each such charge. _____

c) In the past 10 years, you been convicted, after trial or by plea, of any felony and/or any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? Yes ☐ No ☒

If Yes, provide details for each such conviction _____

d) In the past 5 years, been convicted, after trial or by plea, of a misdemeanor? Yes ___ No ☒ If Yes, provide details for each such conviction. _____

e) In the past 5 years, been found in violation of any administrative, statutory, or regulatory provisions? Yes ___ No ☒ If Yes, provide details for each such occurrence. _____

15) In the past (5) years, has this business or any of its owners or officers, or any other affiliated business had any sanction imposed as a result of judicial or administrative proceedings with respect to any professional license held? Yes ___ No ☒ If Yes, provide details for each such instance. _____

16) For the past (5) tax years, has this business failed to file any required tax returns or failed to pay any applicable federal, state or local taxes or other assessed charges, including but not limited to water and sewer charges? Yes ___ No ☒ If Yes, provide details for each such year. Provide a detailed response to all questions checked 'YES'. If you need more space, photocopy the appropriate page and attach it to the questionnaire. _____

Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.

17) Conflict of Interest:

a) Please disclose any conflicts of interest as outlined below. **NOTE: If no conflicts exist, please expressly state "No conflict exists."**

(i) Any material financial relationships that your firm or any firm employee has that may create a conflict of interest or the appearance of a conflict of interest in acting on behalf of Nassau County.

_____ No conflict exists _____

(ii) Any family relationship that any employee of your firm has with any County public servant that may create a conflict of interest or the appearance of a conflict of interest in acting on behalf of Nassau County.

_____ No conflicts exists _____

(iii) Any other matter that your firm believes may create a conflict of interest or the appearance of a conflict of interest in acting on behalf of Nassau County.

_____ No conflicts exists _____

b) Please describe any procedures your firm has, or would adopt, to assure the County that a conflict of interest would not exist for your firm in the future.

If we feel any conflicts as stated above arise at any time, we will contact Nassau County to obtain proper guidance.

- A. Include a resume or detailed description of the Proposer's professional qualifications, demonstrating extensive experience in your profession. Any prior similar experiences, and the results of these experiences, must be identified.

Should the proposer be other than an individual, the Proposal **MUST** include:

- i) Date of formation; **1985**
- ii) Name, addresses, and position of all persons having a financial interest in the company, including shareholders, members, general or limited partner; *
- iii) Name, address and position of all officers and directors of the company; *
- iv) State of incorporation (if applicable); **New York**
- v) The number of employees in the firm; **32**
- vi) Annual revenue of firm; [REDACTED]
- vii) Summary of relevant accomplishments *
- viii) Copies of all state and local licenses and permits. **none/n/a**

** see attached*

- B. Indicate number of years in business. **31 years**
- C. Provide any other information which would be appropriate and helpful in determining the Proposer's capacity and reliability to perform these services.
- D. Provide names and addresses for no fewer than three references for whom the Proposer has provided similar services or who are qualified to evaluate the Proposer's capability to perform this work.

Company See Attached References

Contact Person _____

Address _____

City/State _____

Telephone _____

Fax # _____

E-Mail Address _____

Company _____
Contact Person _____
Address _____
City/State _____
Telephone _____
Fax # _____
E-Mail Address _____

Company _____
Contact Person _____
Address _____
City/State _____
Telephone _____
Fax # _____
E-Mail Address _____

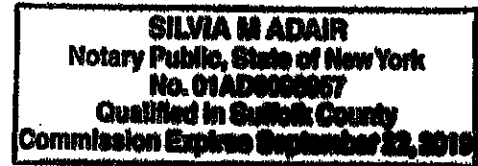
CERTIFICATION :

A MATERIALLY FALSE STATEMENT WILLFULLY OR FRAUDULENTLY MADE IN CONNECTION WITH THIS QUESTIONNAIRE MAY RESULT IN RENDERING THE SUBMITTING BUSINESS ENTITY NOT RESPONSIBLE WITH RESPECT TO THE PRESENT BID OR FUTURE BIDS, AND, IN ADDITION, MAY SUBJECT THE PERSON MAKING THE FALSE STATEMENT TO CRIMINAL CHARGES.

I, Joseph Siano, being duly sworn, state that I have read and understand all the items contained in the foregoing pages of this questionnaire and the following pages of attachments; that I supplied full and complete answers to each item therein to the best of my knowledge, information and belief; that I will notify the County in writing of any change in circumstances occurring after the submission of this questionnaire and before the execution of the contract; and that all information supplied by me is true to the best of my knowledge, information and belief. I understand that the County will rely on the information supplied in this questionnaire as additional inducement to enter into a contract with the submitting business entity.

Sworn to before me this 28 day of March 2016

Notary Public



Name of submitting business:

Hi Tech Air Conditioning Service Inc

By:

Joseph Siano

Print name

Signature

President

Title

Date

3, 28, 2016

REFERENCES

Contact

Telephone

[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
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[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]

If you have any difficulty in reaching any of these accounts, or wish additional listings, please do not hesitate to contact us.

Hi Tech Air Conditioning Service, Inc.

60 Otis Street • West Babylon, NY 11704

Tel (631) 491-5210 • Main Fax (631) 491-5307 • Sales Fax (631) 253-0045

Public Works Experience with Large Central Air Conditioning Systems

Organization	Contract Type	Award Date	Amount
[REDACTED]	Service Contract of HVAC Systems-Variou [REDACTED]	2006 - 2011	[REDACTED]
[REDACTED]	Requirements Contract of HVAC Systems- [REDACTED]	2012-2017	[REDACTED]
[REDACTED]	Service Contract of HVAC Systems-Variou Locations	2000 - 2013	[REDACTED]
[REDACTED]	Repair & Maintenance Contract of HVAC Systems	1998-2008	[REDACTED]
[REDACTED]	Repair & Maintenance Contract of HVAC Systems	2009/2010	[REDACTED]
[REDACTED]	Repair & Maintenance Contract of HVAC Systems	2011/2017	[REDACTED]
[REDACTED]	Prev. Maintenance and Service Contract of HVAC Systems- [REDACTED]	2008 - 2011	[REDACTED]
[REDACTED]	Maintenance & Service - Trane Steam Absorption Cold Generators at [REDACTED]	2006 - 2014	[REDACTED]
[REDACTED]	Repair of 2 Chillers at [REDACTED]	2008 - 2011	[REDACTED]

Hi Tech Air Conditioning Service, Inc.

60 Otis Street • West Babylon, NY 11704

Tel (631) 491-5210 • Mob Fax (631) 491-5207 • Sales Fax (631) 491-5208

[REDACTED]	Repair and Maintenance of Chillers, Rooftops and Split AC systems	2011-2012	[REDACTED]
[REDACTED]	Carrier HVAC Equip. Maintenance and Service	2011-2012	[REDACTED]
[REDACTED]	Chiller Maintenance and Repair	2011-2015	[REDACTED]
[REDACTED]	HVAC Preventive Maintenance PSA 6 Manhattan	2011 - 2014	[REDACTED]
[REDACTED]	HVAC Systems Maintenance and Repairs	2011 - 2016	[REDACTED]

JOSEPH SIANO

WORK EXPERIENCE:

Hi Tech Air Conditioning Services, Inc. (1985 – Present)

President – Work includes HVAC systems of all types including computer rooms, hospitals, office buildings, absorption, centrifugal and reciprocating systems.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

RONALD D'AVERSA

WORK EXPERIENCE:

Hi Tech Air Conditioning Services, Inc. (1985 - Present)

60 Otis Street

West Babylon, NY 11704

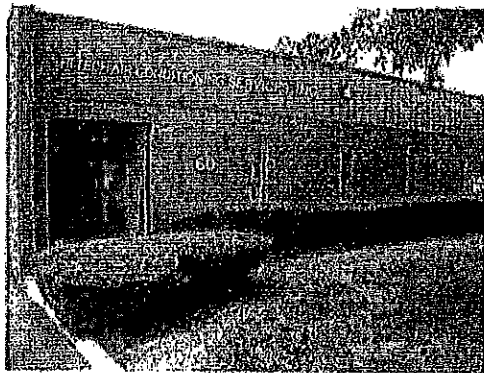
Vice President - Service, repair and installations of industrial/commercial air conditioning and refrigeration units including ice rinks, chillers and computer room units.

HI TECH Air Conditioning Service, Inc.

60 Otis Street West Babylon, N.Y. 11704
(631)-491-5210 T (631)-253-0045 Fax

The firm of **HI TECH Air Conditioning Service, Inc.** has provided air conditioning emergency service, repairs, and installation of air conditioning equipment for all types of buildings and facilities for over twenty years.

Owning our own 10,000 square foot facility, and located in West Babylon, N.Y., all our technicians are dispatched to serve the five boroughs of NYC as well as Long Island, South Westchester County, and Eastern New Jersey.



Our areas of specialty are:

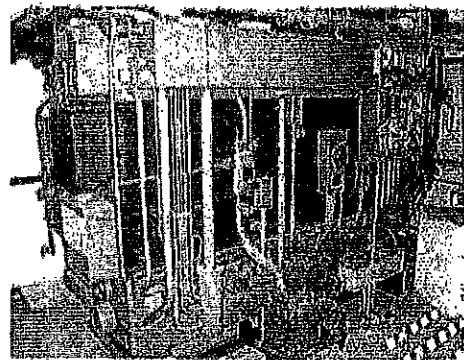
***Service Agreements
Emergency Service
Equipment Maintenance
Chiller Installations
Mechanical Installations***

HI TECH Air Conditioning Service, Inc has a full complement of Project Managers, Service Managers and Field Service Technicians to service all aspects of the HVAC Industry.

Each one of our Field Service Technicians are constantly kept up to date with all of the latest procedures in the industry.

The management and field staff of **HI TECH Air Conditioning Service, Inc.** are thoroughly experienced with all models of large tonnage chillers through extensive past factory service with Trane, Carrier, Broad, Cention, York and many others.

With over thirty-five (35) experienced field service technicians on call 24/7, supported by a management team comprised of nine (9) former service technicians, we are capable of providing timely service to all our clients. This makes us one of the largest privately owned HVAC Service Agencies servicing air conditioning equipment in the New York metropolitan area.



Keeping in contact with our staff with the latest in cellular technology and G.P.S. tracking technology maintains the highest levels of expertise and communication, surpassing the industry standards to keep us in touch with today and well into the future.

Our fleet of up to date modern vehicles incorporate the use of the most up to date stocking systems and fuel monitoring technologies to keep the right parts in the vehicle and the savings in the customers pocket.

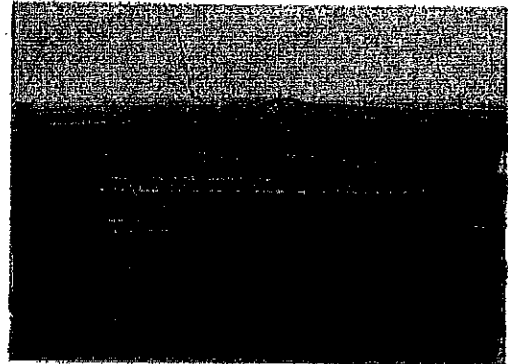
JOB MANAGEMENT APPROACH

The main goal of our management approach is to insure that there is complete management of all jobs sold.

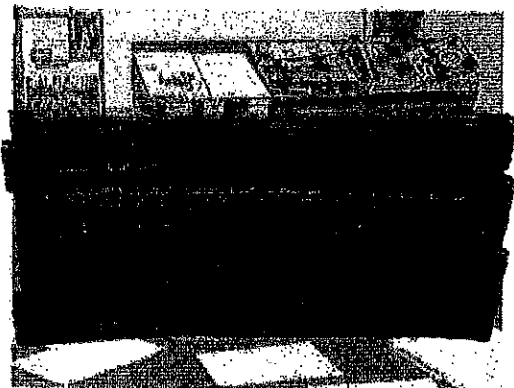
Personal involvement of the principals and staff managers in the day to day decisions of all projects no matter how large or small, insures a high degree of attention to detail at the management level. This is supported and adhered to by a strong field staff of service technicians.

Each job or project falls under the direct supervision of a *Project Manager* who is in turn supervised by either the *Service Manager*, *Sales Manager*, or both, to insure the customer receives complete service.

All of these positions are overseen by the two principals of the company. Weekly job meetings are held to insure the appropriate attention is given to all jobs, and potential problems are headed off before they become unmanageable to the ultimate detriment of the client.



**Joe Siano
President**



**Charlie Barragato
Service Manager**



**Hi Tech
Service Fleet**

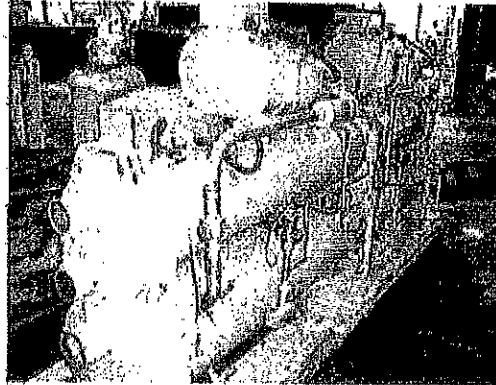
Primary Services

HI TECH Air Conditioning Service, Inc. provides prompt and competent service and repair of the following equipment:

Employing over thirty-five (35) qualified HVAC service technicians enables us to provide immediate response to our clients. All of our technicians offer years of field experience and are supervised by former manufacturer service representatives.

Whether it's a 15 ton rooftop serving a tenant space, or a 1000 ton absorption or centrifugal chiller serving an entire building, **HI TECH Air Conditioning Service, Inc.** has the capability to solve your service needs.

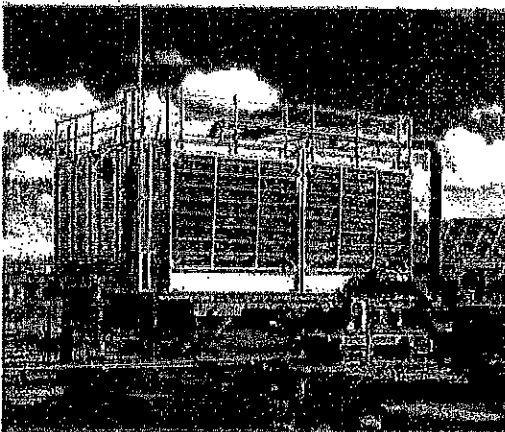
All Types Of Chillers



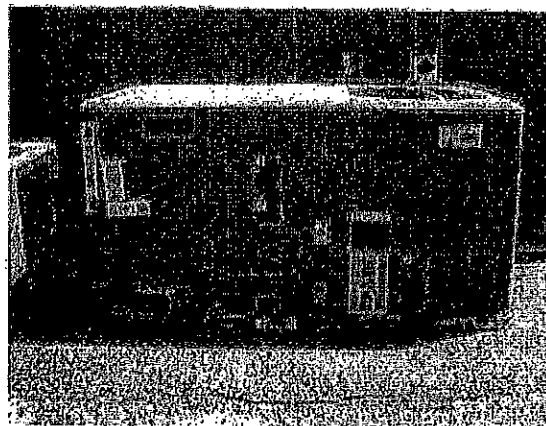
Central Station Air Handlers



Cooling Towers



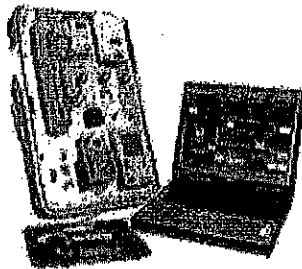
Small Tonnage AC Systems



Additional Services

Many HVAC service companies including the manufacturers, focus only on service and repairs to the main air conditioning equipment. **HI TECH Air Conditioning Service, Inc.** recognizes that often times a perceived chiller problem is in fact a failure of the auxiliary support machinery serving the main chiller and not the chiller itself.

This often translates to avoidance of responsibility by the existing service company and ultimately loses time and money for the client in rectifying the problem.



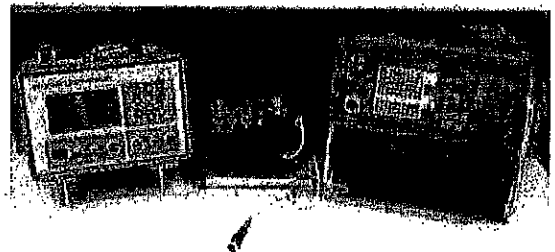
Building Management Systems

HI TECH Air Conditioning Service, Inc. recognizes this as a growing problem and has successfully developed a secondary line of services for the client.

This line is designed to provide for rapid diagnostics and repairs for auxiliary machinery serving the main chiller plant.



Circulating Pumps



Eddy Current Testing

These services are listed below.

- Water Circulating Pumps*
- Motor Repair & Replacement*
- Valve Repair & Replacement*
- Retubing of Heat Exchangers*
- Coil Replacement*
- Eddy Current Testing*
- Repairs to Air Handlers*
- Welding Services*
- Factory Retrofits*
- Piping Repairs*
- Solution Analysis*
- Refrigerant Analysis*

Having the technical ability to diagnose support equipment problems as well as the ability to implement immediate repairs translates to less equipment down time and enhanced customer satisfaction.

The ability of HI TECH Air Conditioning Service, Inc. to service support machinery to the main chillers are the only one of the many reasons that we have evolved in the New York Metropolitan area HVAC industry.

Service & Maintenance Agreements

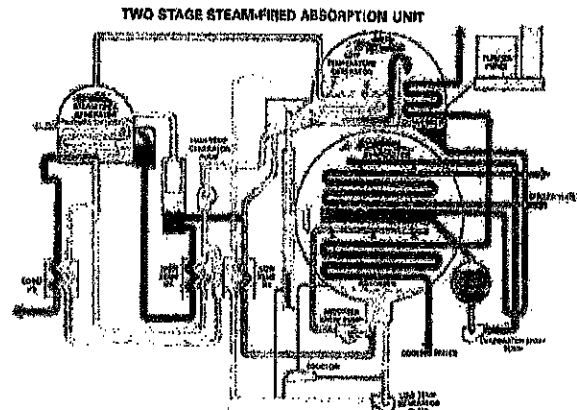
In addition to the other services listed, HI TECH Air Conditioning Service, Inc. offers a wide range of **Service and Maintenance Agreements** that can be custom tailored for any building or facility's type of operation or budget.

Our agreements can encompass not only **Absorption, Centrifugal and Reciprocating** chillers but can also be designed to include and or all of the support machinery that is vital to the operation of the main plant.

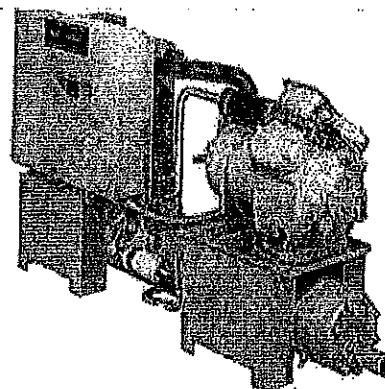
The importance of a properly designed **Service Agreement** can never be overstated especially on HVAC equipment.

Through scheduled seasonal and monthly inspections, regular preventive maintenance tasks rapid emergency service response all properly coordinated with the customers building operation a **HI TECH Service Agreement** has the power to extend the life of the equipment and reduce the operating costs.

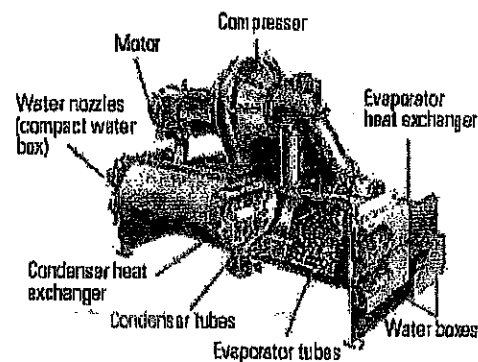
From a Building Owner or Property Managers standpoint a properly crafted **Service Agreement** is the **first** step in Preventive Maintenance.



Absorption Chiller



Reciprocating Chiller



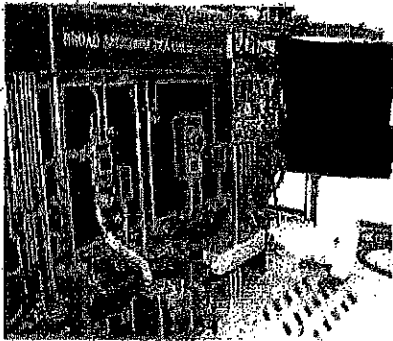
Centrifugal Chiller

Technical Quality

HI TECH Air Conditioning Services, Inc. is dedicated to the highest standards of knowledge and training for our field staff.

We achieve this by the rigid enforcement from all members of the management team; a commitment to professionalism at all levels and a program of continued training of our field technicians on the changes in technology as it occurs.

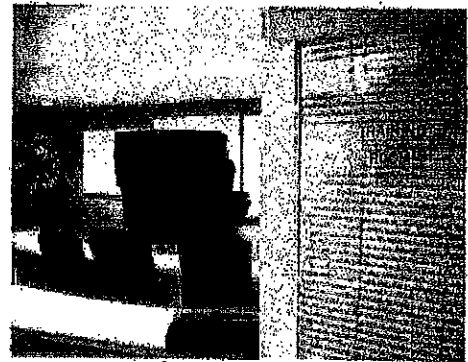
Training of our staff is initially received at our office in a climate controlled machine room, where we have an actual absorption chiller installed and operating during seminar sessions complete with all of the auxillary circulating pumps and cooling tower.



HI TECH A/C Training Machine

The machine room is fronted by a wall of glass separating a formal training area designed to serve a maximum of 16 students at one time. This state of the art facility is constantly kept up to date to the latest in industry standards.

As a further benefit to our clients, HI TECH Air Conditioning Services, Inc. can provide supplemental training for equipment operators and maintenance staff on general building maintenance and equipment operations.



HI TECH A/C Seminar Room

In this manner HI TECH Air Conditioning Services, Inc. partners with the client to form a team with the client staff to assure complete coverage for the equipment serving the building.

Future Operations

The last decade of the past century closed out with the advent of technological advances in our computer industry dramatically changing our personal and professional lives.

The new Millennium will soon see even further advances in technology with a need for a greater utilization of *Inter - Company* relationships

The standard Management Company to Subcontractor relationship will still continue to exist, but for it to be effective on sophisticated chiller equipment as well as providing efficient building management, an emphasis on co-opting tactical and strategic responsibilities will be required.

HI Tech Air Conditioning Service, Inc. has been operating with our clients in this manner towards achieving that goal for over seven years with huge success.

This success is defined by:

1. Less equipment down time

2. More efficient operation with a corresponding reduced utility expense to the client.

3. Better training for client employees
The ability to anticipate and accrue for capital expense.

4. Customer satisfaction

HI Tech Air Conditioning Services Inc. has developed a business model based on **Planned Action versus Spontaneous Reaction**. It has been our experience that emergency service *always* costs the customer more than a properly implemented maintenance program.

With HI TECH Air Conditioning Service Inc. a properly planned preventive maintenance program custom tailored to fit each and every clients daily needs, while at the same time keeping a watchful eye on anticipated capital expenses has made us what we are today... One of the largest independently owned and operated industrial service agency in the New York metropolitan area with a very loyal and long term customer base.

So whether your facility is being handled by a 10 ton split system or a 1000 ton chiller or you have a plan and specification project or even need to have a project designed and built, you can depend on HI TECH Air Conditioning Service Inc. to provide rapid, competent and caring service.

For Service & Sales
Office (631) 491-5210
Fax (631) 491-5307

info@hitechac.com

Please visit our website @ www.hitechac.com

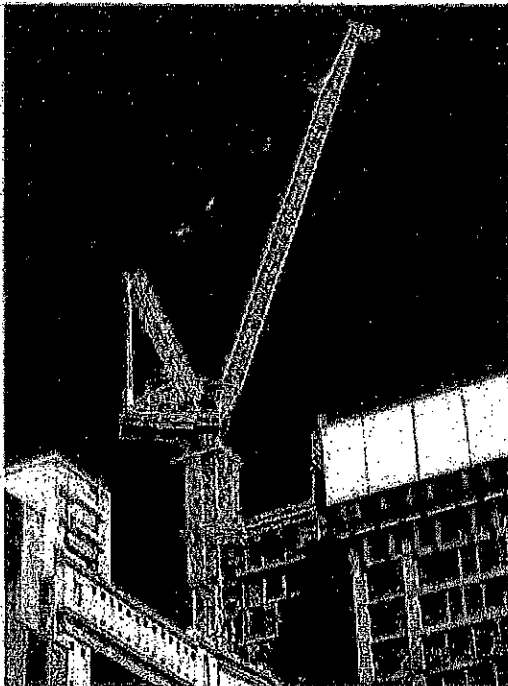
TYPICAL HI TECH CLIENTS

HI TECH Air Conditioning Service Inc. is a service agency where **Total System Service** is provided.

Please see our profile below of our loyal client list we provide a wide range of service for.

1. Property Management Firms
2. Hotels
3. Schools
4. Broadway Theaters
5. Banks
6. Hospitals
7. Apartment Buildings
8. Nursing Homes
9. Laboratories
10. Office Buildings
11. Malls

In having the ability to be able to make such a claim it should be inherently recognized that only by providing a superior service product line and a high state of technical competence would well known facilities depend on us for all of their air conditioning needs now and well into the future. HI TECH Air Conditioning Service, Inc. doesn't just boast excellence, we have over 25 years of diligence and dedication.



It is only by being a premier Service agency that we can proudly take credit in providing service to globally recognizable locations

